



### **Job Posting: Sales Associate**

Launched in 2015, **Ku'ku'kwes News** is the only independent Indigenous news website in Atlantic Canada. Readers turn to us to find out the latest news that affects Indigenous people in the region. Ku'ku'kwes News is Indigenous-owned and operated.

We are currently seeking a commission-based sales associate to join our team.

#### **Responsibilities:**

- Devise and execute marketing and online sales strategies
- Cultivate, maintain and expand an extensive client and customer list
- Understand customers' needs and the audience they are trying to reach
- Stay current with emerging advertising trends in order to provide the best solutions to customers
- Consistently deliver excellent customer service

#### **Qualifications:**

- Post-secondary education in advertising/marketing/sales or equivalent work experience
- Online advertising experience with a proven sales track record
- Demonstrated ability to grow and maintain market share
- Proficient in face-to-face sales, calling including up-selling, appointment selling and cold calling
- Excellent verbal and written communication as well as presentation skills
- Self-motivated and able to work independently while achieving sales objectives
- Proficiency with internet, email and other business-related computer software
- Experience with an Indigenous organization and culture
- Understanding of display and website development would be considered an asset

Qualified applicants are encouraged to forward their cover letter and a resume before **September 14, 2018 at 6 p.m. Atlantic Time**. Please send your resumes via email to [careers@kukukwes.com](mailto:careers@kukukwes.com).

We thank in advance all applicants for their interest. Only those candidates under consideration will be contacted. No phone calls please.

**Ku'ku'kwes News** is committed to employment equity and an inclusive, barrier-free selection process and work environment. As an Indigenous employer, we encourage First Nations, Inuit, and Metis applicants to apply.